

The LOVE-LED™ Leadership Lab Chat

Transcript

00:04:46 Coach Jess Mitchell: Happy FriYAY ya'll!

00:04:50 iPhone: Keeping my business going while I am in Australia for the next two months.

00:04:54 Stephanie Sipek: Register here: <https://reviveyourdownline.com/>

00:05:05 Your Virtual Upline: Reacted to "Register here: [https...](https://reviveyourdownline.com/)" with ❤️

00:05:07 Diane: I just enrolled in the Sponsoring Workshop!!! Looking forward to it.

00:05:28 Stephanie Whittaker: Visible: I just helped 2 new partners hit senior coach today and earn their \$1000 bonus 🥹 these are past clients and this wouldn't happen if it wasn't for you Bob!!! They are crying with their health transformation and I feel like im leading them well in love now!

00:05:43 Lori Naylor: Reacted to "Visible: I just help..." with 💜

00:05:45 Stacey Reeves Owens: Invisible- Showed up here today and posted an authentic post to try to move past the performer mask when I really just didn't want to do anything with business today.

00:05:50 Cheryl Mabry: Reacted to "Visible: I just help..." with 💜

00:05:59 Joanne Clement: Invisible....selfish was part of what was holding me to share and invitation or a solution ...since I ve open up to o so ...always with love, I feel fearless and excited. Visible....more sales from current costumer this month. Even on the last day of the month... I feel I did what I had to do to open up to a new month. So grateful ...thank you

00:06:16 Theresa Roy: Invisible Win: stayed in the rhythm of SHIFT and many of the concepts I learned in LLG and LSG landed!! Feeling free from the Mask this Friday!!!

00:06:20 Coach Jess Mitchell: Reacted to "I just enrolled in t..." with ❤️

00:06:31 Coach Jess Mitchell: Reacted to "Visible: I just help..." with 🔥

00:06:37 Coach Jess Mitchell: Reacted to "Invisible- Showed up..." with ❤️

00:06:44 Your Virtual Upline: <https://reviveyourdownline.com/>

00:06:50 Coach Jess Mitchell: Reacted to "Invisible Win: sta..." with ❤️

00:06:56 Coach Jess Mitchell: Reacted to "Invisible....selfish w..." with ❤️

00:07:01 Diane: Visible win – met with 2 friends of one of my customers at their workplace and uncovered their concerns first prior to sharing any product information with them.

00:07:20 sue Paige: Invisible win for me was being more direct with authentic outreach on my health related posts!

00:07:28 Diane: Enrolled in the Implementation Pass, I'm in!!!

00:08:04 Joanne Clement: I refer someone for the 30 days...she is sooo excited about the new way to do her business

00:08:14 Joanne Clement: Way to go Stephanie...

00:08:16 Wayne & Mandy Hudson: Reacted to "Visible: I just help..." with 🔥

00:08:23 Mary Daza: Steph I shared you and your husband's B/A today💕

00:08:27 Marcus Ratcliff: That's HUGE Steph – Congratulations!!!

00:08:41 sue Paige: So great Stephanie!!

00:08:56 Cheryl Mabry: so, 10 more lives impacted!!!!

00:09:51 iPhone: Congratulations Steph! Thanks again for the inspiration 💜

00:09:57 Alicia Raley: Shellie is a coach who has been leaning in and went from almost quitting coaching 2 times after starting last spring. She has been leaning in and is close to senior coach and has a fire under her. She is at peace with the work she has and is doing and trusts desires to hit it today but said she has peace no matter what and is excited for coaching now. So to go from almost quitting to now in love with it has been huge for her as well as me!

00:10:45 Joanne Clement: I hear you ...same here with past clients...sometime they are not quite ready to share about challenges they are going through right now

00:11:57 Coach Jess Mitchell: Reacted to "I refer someone for ..." with 🔥

00:12:01 Coach Jess Mitchell: Reacted to "Enrolled in the Impl..." with 🔥

00:12:12 Coach Jess Mitchell: Replying to "Invisible win for me..."

Way to make that choice!

00:12:12 Joanne Clement: I was told today....so nice of you to do a check in today...I needed that...that s another invisible win

00:12:24 Theresa Roy: Reacted to "Visible win – met wi..." with ❤️

00:12:42 Alicia Raley: Reacted to "I was told today....so..." with ❤️

00:12:52 Coach Jess Mitchell: Reacted to "Shellie is a coach w..." with 🔥

00:13:01 iPhone: Reacted to "I was told today....so..." with ❤️

00:13:28 Cheryl Mabry: YES, I just spoke w/ a neighbor who moved and cant sell their home, finances are tight, and she values family time ...and did the program in the past w/ someone else!

00:13:41 Mary Daza: Reacted to "I was told today....so..." with ❤️

00:14:22 Joanne Clement: That makes so much sense

00:14:55 Theresa Roy: Love that.. mirror not megaphone...

00:15:03 Coach Kristy Wharton: Reacted to "Love that.. mirror n..." with 🔥

00:15:21 Marcus Ratcliff: Reacted to "Love that.. mirror n..." with 🎯

00:16:16 Annette Aguiar: Reacted to "Love that.. mirror n..." with ❤️

00:16:36 Joanne Clement: What a way to lead Stephanie...Bravo!!

00:17:25 iPhone: Great work leading and teaching your coaches.

00:18:34 Cheryl Mabry: reinforcing!!!

00:18:49 Alicia Raley: Great job Steph!

00:18:56 Krista Tavares: Team wins of my team continuing to see results and not burning out

00:19:03 Coach Kristy Wharton: Reacted to "Team wins of my team..." with 🔥

00:19:47 Coach Kristy Wharton: Reacted to "What a way to lead S..." with 🔥

00:19:51 Karen Forrister: I have not had any luck with reaching out past clients . They remind me that they are not following our program anymore

00:20:07 Coach Kristy Wharton: Replying to "What a way to lead S..."
Love the hat 🧢👋

00:21:02 Cheryl Mabry: @Stephanie Whittaker I can see & feel the ease in your smile and energy!!! Thank you for being a light for me

00:21:34 Marcus Ratcliff: Reacted to "@Stephanie Whittaker..." with 🎯

00:21:44 Marcus Ratcliff: Reacted to "@Stephanie Whittaker..." with 💯

00:21:46 Coach Jess Mitchell: Replying to "I have not had any l..."

Hi Karen! Which message are you starting with from the scripts?

00:22:14 Mary Daza: That's awesome!

00:22:16 Joanne Clement: Wow....amazing story

00:23:35 Coach Kristy Wharton: Replying to "I have not had any l..."
@Karen Forrister observation:

I have not had any luck with reaching out to past clients, YET.

00:23:41 Karen Forrister: Replying to "I have not had any l..."

The past clients that I have not has much connection

00:24:35 Karen Forrister: Replying to "I have not had any l..."

@Coach Jess Mitchell yes!

00:25:12 Coach Kristy Wharton: Replying to "I have not had any l..."

@Karen the conversation IN our own head comes through in the conversation we having with "prospects/past customers" ...

00:27:22 Stephanie Whittaker: Good idea!

00:27:41 Cheryl Mabry: This will be helpful to do with my new coach

00:28:17 Stephanie Whittaker: Replying to "@Stephanie Whittaker..."

Aww friend you are a light for me! You are on the right path friend, you make a true difference with love led here!!

00:28:29 Stephanie Whittaker: Reacted to "This will be helpful..." with ❤️

00:29:08 Stephanie Whittaker: YES! Didn't post every day this week for this very reason

00:33:02 Stephanie Whittaker: Past clients reach outs didn't start "working" for me until 6ish weeks in. Keep trusting Karen we believe in you!

00:33:17 Jenny Sipe: Reacted to "Past clients reach o..." with ❤️

00:33:46 Coach Kristy Wharton: Yes the YET factor...and not allowing a negative narrative to permeate my mindset when I continue.

00:33:47 Laura Trimble: Replying to "Past clients reach o..."

@Stephanie Whittaker, how far back did you go? How many years?

00:33:57 Stephanie Whittaker: Reacted to "Yes the YET factor...a..." with 🔥

00:35:24 Stephanie Whittaker: Replying to "Past clients reach o..."

@Laura Trimble ALL of them. 8 pages of 1500 people and im just working alphabetical order one at a time. No matter when they ordered. Im working the past client script exactly thats in our boards. Saying something specific on their wall. It takes time but I can usually get through 5 people in 15 mins

00:35:57 Laura Trimble: Reacted to "@Laura Trimble ALL o..." with 💜

00:39:03 Marcus Ratcliff: Such a GREAT Point!!!!

00:39:15 Marcus Ratcliff: That is certainly a PAIN point...
00:43:29 Stephanie Whittaker: SO true!
00:44:58 Joanne Clement: I have a new client who share the same thing that she can't invest to keep up with her energy....that was the problem a month ago...today she share that financially she can't...so this coaching leads me to get back to her with her new struggle...
00:46:31 Theresa Roy: Replying to "Past clients reach o..."

Vehicle.. not coach... love that...

00:47:23 Robin McCabe: Powerful!
00:47:25 Linda Stram iPhone:I wish those words came to me when I'm talking to someone.
00:48:32 Annette Aguiar: Replying to "I wish those words c..."
Write them out!! Hang up and read again and again
00:49:37 Annette Aguiar: Reacted to "@Laura Trimble ALL o..." with ❤️
00:50:09 Stephanie Whittaker: YES!!!! I think of your words often Bob that people need leadership. Im often asking Chat how to ask another relational question. Thats how we lead! Gotta go deeper than small talk
00:50:15 Joanne Clement: That is powerfull
00:50:15 Theresa Torres: AMEN
00:50:42 Stephanie Whittaker: So good Cheryl thanks for asking this!!
00:51:09 Mary Daza: I'm wanting to reach out to a current customer who hasn't engaged with me in over a year...
00:51:16 Joanne Clement: No pressure Cheryl...lol ...good job
00:51:45 Socorro Dunn: I have a new customer that just ordered today and was a referral from a customer. Yahoo! She tasted the gummies (customer shared) and wanted the free product for her son. When we spoke, She expressed he is getting sick often. When trying to find a "problem" for her and she said it was being overweight and I didn't dug deeper for her pain (bc it was already late in the evening) and when I went to share abt a program to help her with that issue, she found something in the program she didn't like and I didn't know what to say after that. I am about to send her a text and thank her for her order and should I circle bak now apt that conversation or another check in?
00:51:46 Jenny Sipe: Replying to "I'm wanting to reach..."

You can do it!! I believe in you!

00:52:34 Mary Daza: Reacted to "You can do it!! I be..." with ❤️

00:53:35 Mary Daza: Replying to "I'm wanting to reach..."

I know we have scripts but it feels off for me, am I overthinking it?

00:56:32 Fireflies.ai Notetaker Bob: The meeting schedule is about to end.

Action Items for this meeting:

- Meet with Shelly Garcia on Facebook and Google to discuss her experience and gather a testimonial. @Alicia Raley
- Provide an update on the leadership outreach to the friend mentioned. @Cheryl Mabry
- Pull up the conversations related to the inherited clients and share them in the chat. @Karen Forrister

00:58:01 Laura Trimble: NO!

00:58:09 Stephanie Whittaker: SO good! Karen you have won in how you treat people with KINDNESS

00:58:28 Cheryl Mabry: my volume is down 1500, under ED...and I'm here, breathing, learning, and letting go

00:58:28 Alicia Raley: You got on this call and you shared here! HUGE win showing up and sharing.

00:58:36 Stephanie Whittaker: Reacted to "my volume is down 15..." with 🔥

00:58:55 Stephanie Whittaker: Replying to "my volume is down 15..."

THIS! I felt your peace today - YOU are winning!

00:59:02 Stephanie Whittaker: Reacted to "You got on this call..." with ❤️

00:59:46 Joanne Clement: I love the though love that you give us Bob....we need to hear that.

01:00:03 Cheryl Mabry: I'm committed to SHIFT! I went to see my mom/niece this morning, instead of spamming out desperate messages

01:00:39 Stephanie Whittaker: Words of TRUTH Bob thanks for speaking this over us today. This matters. I didn't hit rank last month and it gave me a shift in my mindset this month for the better. So powerful to be at peace today for all of us

01:00:49 Joanne Clement: Hold the line....

01:00:54 Alicia Raley: Reacted to "Words of TRUTH Bob t..." with ❤️

01:01:03 Marcus Ratcliff: Reacted to "Words of TRUTH Bob t..." with ❤️

01:01:11 Stephanie Whittaker: Reacted to "I'm committed to SHI..." with ❤️

01:01:26 Cheryl Mabry: "TODAY is a win for me and everyone that is lead by me"

01:01:29 Laura Trimble: Boom!

01:01:34 Marcus Ratcliff: Our Value is NOT determined by Rank - Period!!!

01:01:55 Cheryl Mabry: Reacted to "Words of TRUTH Bob t..." with ❤️

01:01:56 Joanne Clement: Great session...

01:02:39 Stephanie Whittaker: Mmm GOOD word Krista!!

01:02:45 Karen Forrister: Thank you Krista!!!

01:02:46 Alicia Raley: So good!!!

01:03:03 Stephanie Whittaker: Reacted to "Our Value is NOT det..." with 🔥

01:03:04 Laura Trimble: Don't rob Peter to pay Paul

01:03:09 Cheryl Mabry: Reacted to "Don't rob Peter to p..." with 🙌

01:03:11 Stephanie Whittaker: Reacted to ""TODAY is a win for ..." with ❤️

01:04:07 Marcus Ratcliff: The A/O Script helps us find the problem in such an authentic way...

01:04:16 Stephanie Whittaker: Reacted to "The A/O Script helps..." with ❤️

01:04:20 Karen Forrister: 100%

01:04:31 Cheryl Mabry: intentionality around, family, finances, fitness or fun?

01:08:14 Marcus Ratcliff: Sooooo True!!

01:08:45 Alicia Raley: Thank you!

01:08:51 Your Virtual Upline: <https://reviveyourdownline.com/>

01:08:52 Linda Stram iPhone: Thank you!